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Cooperative Extension Work in Agriculture and Home Economics

United States Department of Agriculture and State
Agricultural Colleges Cooperating

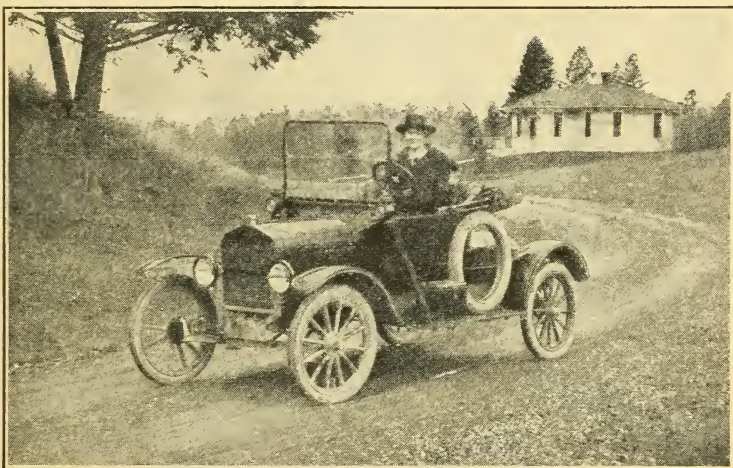
STATUS AND RESULTS OF HOME DEMONSTRATION WORK

NORTHERN AND WESTERN STATES

1919

FLORENCE E. WARD

In Charge Extension Work with Women



Home demonstration agent starting on a field trip

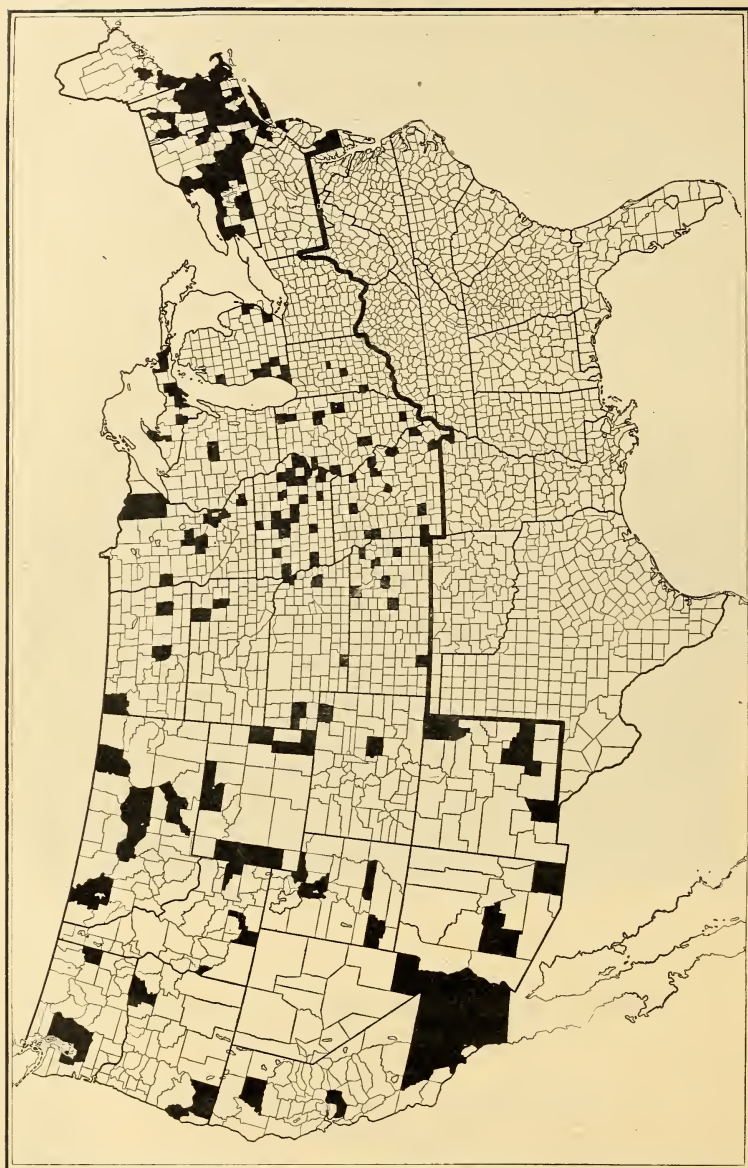
UNITED STATES DEPARTMENT OF AGRICULTURE
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Contribution from the States Relations Service

A. C. TRUE, Director

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Map showing distribution of home demonstration work in the Northern and Western States.

HOME DEMONSTRATION WORK IN THE NORTHERN AND WESTERN STATES, 1919.

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EARLY DEVELOPMENT.

Home demonstration work is one phase of the nation-wide system of extension service carried on by the State agricultural colleges in cooperation with the United States Department of Agriculture under authority granted by Congress in the cooperative agricultural extension act of May 8, 1914, known as the Smith-Lever Act, and supported jointly by Federal, State, agricultural college, county, and local funds.

The following table shows the number of workers employed in the 33 Northern and Western States from 1916 to 1920 and approximately the amount of funds from all sources for home demonstration work:

Number of home demonstration workers cooperatively employed June 30 each year and total funds appropriated.

Item.	1916	1917	1918	1919	1920
Workers.....	4	28	803	609	286
Funds.....	\$7,383.33	\$50,042.33	\$1,270,675	\$1,593,400	\$747,360

The advent of the home demonstration agents who represent this work in the counties of the 33 Northern and Western States is comparatively recent. The work actually began in Erie County, N. Y., in August, 1914, when Miss Mills was appointed home demonstration agent on State funds. The second appointment was that of

Miss Gertrude M. McCheyne, who began work in Box Elder County, Utah, May 1, 1915. Other agents appointed on State funds were Miss Minnie Price, who began work in Hampden County, Mass., in July, 1915, and Miss Eva Benefiel, who was appointed in Kankakee County, Ill., in August of the same year.

On May 2, 1916, Miss Sarah Pettit was cooperatively employed by the United States Department of Agriculture and the State College of Agriculture of New York to continue the work started some months previously in Erie County. About the same time Miss Kathryn E. Woods was appointed as a home demonstration agent in Sullivan County, N. H. Miss McCheyne was reappointed in Box Elder County and Mrs. Edith Charlton Salisbury was cooperatively employed in Maricopa County, Ariz. The following agents were also placed during the year 1916: New York, Miss Florence Freer, Otsego County, August 1; Miss May Wells, Cortland County, September 1; Mrs. Viola Godfrey, Jefferson County, September 1. New Hampshire, Miss Kathleen Calkins, Cheshire County, August 1. Massachusetts, Mrs. Florence Warner, Worcester County, July 1; Miss Margaret Howard, Franklin County, August 1; Miss Elsie Trabue, Barnstable County, October 21.

While no definite plan was formulated in the extension departments of the State agricultural colleges for carrying on the work of these women, the underlying purpose which prompted their appointment was the building up and improvement of the rural home along lines similar to those which were being followed in the development of the farm. The specific activities to be undertaken in the counties and how they should be carried on were left largely to the discretion of the home demonstration agents and the local women with whom they were associated. It was logical and reasonable in the minds of the extension directors who made these first appointments that in order to develop the best type of agriculture throughout the States the problems of the farm home should be considered at the same time and on the same basis as those of the farm.

During the war there was a rapid increase of home demonstration workers employed in the States expressly to help housewives in their part of the war program. In that period about 800 home demonstration agents were employed in the Northern and Western States, largely with Federal emergency funds. After the withdrawal of these funds at the close of the war the number of appointments was reduced until at the end of the fiscal year, June 30, 1920, 219 home demonstration agents and 69 State workers were covering 227 counties in the North and West.

As this form of extension work becomes better known throughout the country and as its value increases in the life of the rural com-

munities the home demonstration agent is being looked upon as a permanent factor in the county in which she works. One of the factors underlying the success of this movement in its present state of development is that the work has required the linking together of the practical knowledge of the housewife with the technical knowledge of the home demonstration agent and the home economics specialists; the extent to which this plan is carried out in the communities largely determines its permanency.

PERMANENT DEVELOPMENT.

On June 30, 1917, there were 28 home demonstration agents and on June 30, 1918, there were 803 home demonstration workers, leaders, and agents, cooperatively employed, and working in cities, districts, and counties. On June 30, 1919, the number of home demonstration workers had decreased to 609. This reduction, due largely to the withdrawal of emergency funds at the close of the war, resulted in almost complete discontinuance of the work in cities. The lack of support from those counties which had looked upon the work as of a temporary character and had made no efforts toward permanent local organization also tended to reduce the number of agents.

June 30, 1920, found the service with a well-organized force of 286 trained workers employed in the 33 States, on funds available from Federal, State, and local sources, amounting to \$747,360.79, of which \$97,335 was from United States Department of Agriculture funds and \$282,125.72 was voluntarily appropriated by the counties and the farm bureaus, the county appropriations ranging from \$500 to \$1,500 each. Although the force of workers was in one year reduced almost one-half and the State and Federal funds were reduced nearly one-half, the appropriations made by the local people for home demonstration work have almost doubled and every agent is retained in her present location in direct response to requests from the people whom she serves.

DUTIES OF HOME DEMONSTRATION AGENTS.

The fundamental purpose of home demonstration work is to assist the rural housewife to apply common business principles to her daily tasks for the purpose of making the farm home as efficient as the farm, thereby producing a more satisfactory and permanent type of rural life.

Home demonstration agents afford an avenue by which the State agricultural colleges and the United States Department of Agriculture offer the practical results of their research and experiments in home economics to the housewives of the county. They also en-

courage the rural housewives to bring from their store of practical knowledge and experience the lessons they have learned in home management that will be valuable to other women in the community, and they help to make this information available to all. The home demonstration agent is a teacher who makes liberal use of the practical demonstration rather than the lecture or textbook. The most successful home demonstration agents aim to train local leaders who, by putting the best practices into their own homes, extend the instruction to larger numbers of women.



Fig. 1.—Home demonstration work develops leadership. The agent plays the part of interested spectator while the local poultry project leader, whom she has trained, demonstrates to a group of women interested in poultry improvement how to clean and pack eggs to secure the best prices. The poultry project is among the most popular with farm women since it yields money for home improvements and other needs.

QUALIFICATIONS OF THE HOME DEMONSTRATION AGENT.

The requirements for appointment as a home demonstration agent (in the North and West) vary somewhat in the different States. Graduation from college, or an institution of equivalent standing, is a usual though not an absolute requirement, except in a few of the States. Special training in home economics is required in all cases. Of the 286 home demonstration workers employed cooperatively on Federal and State funds June 30, 1920, 93 per cent had special training in home economics and 98 per cent had college training. Most of the States require practical experience in housekeeping, and a preference is given to the applicant who is familiar with

rural home conditions. There is no arbitrary age limit, but the records show that only 3 per cent of the home demonstration agents are under 25 years of age, 36 per cent are between 25 and 30 years, and the largest number, about 61 per cent, are between the ages of 30 and 45 years.

As important as it is that the home demonstration agent should know the science of home economics and have had an intimate experience with rural home making, there are certain other qualifications classed under the broad term of "personality" that are of equal if not greater importance. The chief qualifications of a successful home demonstration agent include tact and good judgment, an abundance of good health, the ability to look on the bright side of things, faith and zeal in her mission, poise, and never-failing patience and common sense.

EQUIPMENT FOR HOME DEMONSTRATION WORK.

The home demonstration agent whose calendar of work is properly outlined plans to spend at least two-thirds of her time with the farm women in their homes discussing the varied problems of house-keeping and of such home industries as gardening, poultry raising, and the like.

The majority of the home demonstration agents use automobiles for travel about the country. A few use the stage, the electric inter-urban car, or the railroad. In some cases they plan their itinerary to correspond with that of the county agricultural agents so that the two may make their trips to the community in the same auto. The most satisfactory arrangement is for the home demonstration agent to have an automobile for her exclusive use.

Home demonstration agents are rarely, if ever, located in counties which do not employ county agricultural agents. With one or two exceptions in States having separate organizations for different lines of extension work, the home demonstration agent shares offices with the county agricultural agent and other extension workers. The home demonstration agent's equipment varies somewhat with her length of service and the amount of funds available for her local expenses. Generally, however, she has for her personal use the usual office equipment, such as a desk, filing cabinets, camera, demonstration outfit and supplies, and shares the services of the stenographer and the telephone with the other workers. The rule prevailing in most States is that the home demonstration agent shall have at least one regular office day each week during which she can be consulted by any one interested in home demonstration work. A second day in the week is generally set aside for office work, such as regular correspondence and the keeping of records.

PLACE OF HOME DEMONSTRATION WORK IN THE EXTENSION PROGRAM.

Although home demonstration work is the most recent development in the agricultural extension plan, it has now a permanent part in the county extension program, and the home demonstration agents have a well-defined function in the extension machinery of the county, State, and Nation. The character of their work is as broad and varied as are the needs of the rural people among whom they work. During the first two years of their service in the counties their first duty as representatives of the State agricultural colleges and United States Department of Agriculture was to extend the teaching of the home economics departments of the agricultural colleges and the United States Department of Agriculture to the home makers and to others who were unable to receive this instruction through regular college channels. The fact that rural women are as a class unused to cooperating in household affairs and have not always been conscious of their needs, or have failed to express them, may be one reason why a traveler from Maine to California passes so many farm homes in which the housekeeping methods and equipment remain much the same as they were 50 years ago.

People very generally are beginning to realize that better and more permanent agriculture requires that the farm home be equipped with modern conveniences and labor-saving appliances quite as much as that there be improved equipment in the barn, better live stock, and more thorough cultivation of the soil. Better health, more equal division between the hours of work and the hours of leisure, the apportioning of the farm income to secure a larger share of those things which mean comfort and contentment for the family are among the awakening desires of the rural people and are included in the program of work which farm people are hoping the home demonstration agent will assist them in carrying out.

HOW TO SECURE A HOME DEMONSTRATION AGENT.

Any county organized for extension work which desires the appointment of a home demonstration agent should first communicate with the extension service at the State agricultural college or with the agricultural agent in the county. In this way assistance in starting the work can be obtained from the State leader of home demonstration agents, or the extension specialist in organization. The requirements to be met by the counties vary somewhat in each State to conform to State laws. Usually an initial step on the part of the local people is to have a petition signed by a certain percentage of the farm women sent to the State college through the farm bureau. Experience has taught that it is not wise to appoint a home demon-

stration agent in a county until public sentiment favorable to her service exists among the rural people, and the county commissioners or the board of supervisors are prepared to contribute to her local support. When this time has arrived and the State requirements have been met, the State leader of home demonstration agents or the State director of extension will set about securing an agent who is qualified to meet the requirements of the county.

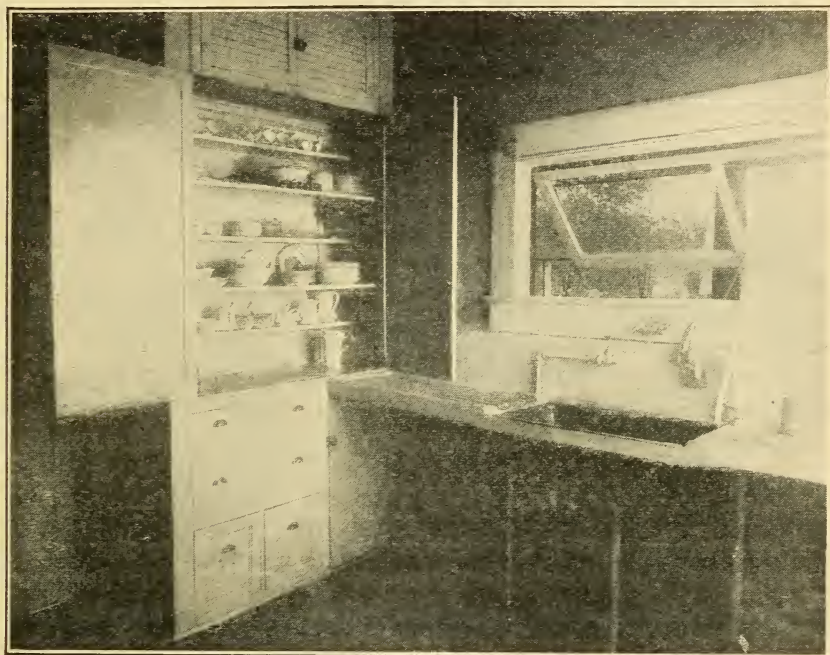


FIG. 2.—Home demonstration agents help take the drudgery out of housework. The cheerful outlook for the woman behind the dish pan and the step-saving cupboard arrangement were worked out in consultation with the agent of Anderson County, Kansas. The man who remodeled this kitchen for his wife has since entirely remodeled one kitchen and helped remodel several others for interested neighbors.

FINANCING HOME DEMONSTRATION WORK.

The salary and expenses of the county home demonstration agent are derived from Federal, State, and local sources as follows:

- (1) Money appropriated by Congress to the United States Department of Agriculture for farmers' cooperative demonstration work.
- (2) Money available to the States for cooperative extension work under the provisions of the Smith-Lever Extension Act of 1914.
- (3) Appropriations by State legislatures usually to State agricultural colleges either specifically for home demonstration work or for general extension work.

(4) Appropriations by county commissioners or boards of supervisors.

(5) In a few of the States money is raised through a membership fee in the county farm bureau to assist in defraying some part of the home demonstration agent's salary or expenses.

The average salary of a home demonstration agent in the North and West is \$1,545 and the average total county appropriation is \$735, the maximum being \$1,800 and the minimum \$50. There is a wide range of salaries in the various States, the minimum being \$1,140 and the maximum \$2,500. The contribution from the United States Department of Agriculture does not exceed \$600 for a home demonstration agent and \$1,500 for a State leader of home demonstration agents. The appropriation by the State agricultural colleges from Smith-Lever funds at present ranges from \$120 to \$2,800 annually for the support of work in a county. The increased appropriation for home demonstration work in the future from any source no doubt will be determined by the development of the work in the counties and the desire of the local people for additional home demonstration agents. The general trend in the financing of this work seems to contemplate an annual appropriation of \$1,200 from State and Federal sources, the remaining expenses to be contributed by the farm bureau or other extension organizations in the county.

ADMINISTRATION AND SUPERVISION.

Home demonstration work is conducted according to the terms of a project agreement arranged between the extension division of the State agricultural college and the States Relations Service of the United States Department of Agriculture. The work in the States is administered by an extension director and is directly supervised by a leader of home demonstration agents and her assistants, who are also employees of the State agricultural college and the United States Department of Agriculture.

There now exists in the majority of the 33 Northern and Western States a county organization commonly called the "farm bureau," through which the various lines of extension work are carried on. For the last two years there has been a definite effort on the part of the State extension divisions to have the home demonstration agents carry on their work through the farm bureaus. In 1917 and until the signing of the armistice there was a pronounced tendency to use the various war organizations rather than the county farm bureau for furthering the home demonstration work, but in preparing to make extension work with women permanent the advisability of connecting it with the other extension activities in the county became apparent.

ORGANIZATION FOR WORK IN COUNTIES.

The majority of the 33 Northern and Western States have within the last two years adopted what is popularly known as the "family" or "new" farm bureau. This organization is an association of people interested in rural affairs. Membership in it comprises men, women, and young people. There is generally a uniform membership fee of \$1 per year. In a few States there is a preference for a family membership fee ranging from \$5 to \$10. The county executive committee and the community committees of this organization are composed of both men and women. Each of the members of the community committees is appointed primarily to lead a definite line of work.

In 22 States some type of farm bureau has been established, in which women share equally with the men the privileges and responsibilities of the organization. In three or four States home demonstration work is carried on by an organized group auxiliary to the farm bureau or independent of it. In New York the organizations are brought together in a "State Association of Farm and Home Bureaus," and in this State a federation of home bureaus has recently been formed, the first of its kind in the country. In Illinois county extension work is carried on in three county-wide organizations, one of which is the home bureau. In this State county appropriations are made specifically for each line of work; each bureau conducts its own business and carries out its special program of work. In California the farm bureau is a federation of community groups, termed community centers, and extension work is carried on in departments, one of which is the farm home department.

On June 30, 1920, 231 counties were organized for home demonstration work and had some association with the farm bureau; the membership of women was reported as 78,264. Idaho, Montana, Wyoming, and New Hampshire furnish the best examples of the possibilities of the "family" or "new" farm bureau. In these States the organization is a vital part of the county; the interests of the farm, the home, and the community function through it. This type of organization is proving practical and is bringing about large and far-reaching results in benefiting the farm home and the rural community, and it is believed offers advantages over the type of organization which segregates the people into groups with separate plans and separate aims.

An obstacle in the development of the "family" type of farm bureau, however, has been that farm women, owing to inexperience in public matters, hesitate at first to express their opinions and desires on county and community executive boards, with the result that the home problems are frequently not adequately represented on

the program of work. These difficulties rarely continue through the second year of organization and are generally overcome by time, patience, and the abiding faith of the home demonstration agent who believes that home and family are common interests with both men and women and that the problems of health, efficiency, and comfort are more effectively solved when considered and worked out together. Such problems of the farm home as water supply, sewage disposal, heating, lighting, ventilating, and household conveniences are best handled where the men and women are working them out together.

When functioning fully the farm bureau promotes four outstanding features in the interests of the rural home: First, a definite pro-



FIG. 3.—Extension work capitalizes the instinct of imitation. Home demonstration agents arrange "farm home tours" so that men and women may study the best the county affords in household equipment, kitchen arrangement, house furnishing, and the planting of the home grounds. At each home visited the host and hostess explain the special feature of interest and discuss cost and value. Specialists from the college frequently contribute to the educational features of the tour.

gram of work formulated by the local people after a study of home and community problems, in which they are assisted by the agricultural and home demonstration agents and the specialists in agriculture and home economics provided by the State college of agriculture; second, local people, selected because of their interest and fitness to lead in special lines of work; third, demonstrations in the home by the housewives of definite principles of home management for the purpose of multiplying the services of the agent; and fourth, the checking of results of projects and demonstrations which are being carried on and noting the influence of these demonstrations as it spreads from community to community.

MAKING COUNTY AND COMMUNITY PROGRAMS AND DEVELOPING LOCAL LEADERS.

The general plan throughout the Northern and Western States has been to build the county farm bureau program from programs worked out in the various communities. While this phase of extension work is yet in its infancy, 5,619 communities reported the adoption of home projects for 1919. Some of the counties which have adopted a program of work to include home activities are yet without home demonstration agents. In these units the women have organized local committees, appointed local leaders, and with the assistance of the county agricultural agent, the State leader of home demonstration agents, and specialists from the agricultural college, they are carrying on demonstrations among themselves until such time as local funds are available to employ home demonstration agents.

When a home demonstration agent begins work in a county under the auspices of the farm bureau, or other extension organization, she consults first with the leaders of the home activities on the county executive board, if such activities have been adopted. These leaders are usually influential women in the county who have the interests of the home and the community at heart. From these leaders she hopes to obtain information regarding the problems which have been selected for general work throughout the county.

The specific lines of work to be followed are usually selected by the communities in consultation with the home demonstration agent. The methods of securing these community programs vary, but experience has taught that the local interest is more genuine and on the whole results are more satisfactory when a small group of interested men and women of the community meet with the home demonstration agent and the county agricultural agent to talk over the immediate farm and home problems and their relation to the community. Informal discussion of the sources of income from the farm and community, and of the chief activities of the women in the home, generally elicits information regarding the important lines of work to be undertaken and also suggests local people qualified to act as volunteer leaders in the program of work. This informal meeting is followed by a conference between the home demonstration agent and the women who have been chosen to lead the home activities in the community and together they work out a plan of what is to be done, what demonstrations are to be given, when and where, and in what homes certain definite things will be demonstrated by the housewives to show their value and practicability in the community.

Finding these local leaders and the women who will act as demonstrators in their homes, in other words, developing local leadership,

and assisting the women to discover their latent ability, is the home demonstration agent's most important work. The more earnestly she performs this duty, and the more successful she is in developing in the local people a capacity for leadership, the more successful and permanent will home demonstration work become in the county. The value of local leadership in promoting home demonstration work has only been foreshadowed. As a means of reaching many people whom the agent single handed could never hope to serve, this local leadership has unlimited possibilities.

The popular demonstrations of cooking and sewing, common in former years, have been largely abandoned by home demonstration agents. The most successful demonstrations that were held in 1919 were those in which the home demonstration agent met a small group of women, sometimes in a farm home, on other occasions in the community meeting place, and discussed with them certain phases of home making. These small meetings have proved the most efficient means of extending the influence of the lesson to be taught. They are the initial step in the demonstration. The second and more important step is taken when these women return to their homes and put the teachings of the home demonstration agent to practical test. The third step which completes the demonstration is taken when the teachings of the home demonstration agent become the usual practice in the homes of the community.

ACTIVITIES DIRECTED BY HOME DEMONSTRATION AGENTS.

Among the special lines of work that were generally carried on throughout the North and West in 1919 were various phases of home management, the production and preservation of food, the planning of meals, care of children, home care of the sick, making and remodeling clothing, improving home surroundings, and various community enterprises.

The reported results in these lines are creditable, but at best they are an inadequate measure of the value of the work which has been accomplished. There are indirect and intangible benefits accruing from each one of them which are often of greater value in the communities than those that can be expressed.

HOME MANAGEMENT AND CONVENIENCES.

Because of the rise in prices of all kinds of household commodities and the decrease in the purchasing power of the dollar, interest in the business side of housekeeping was intensified among rural home makers. As a result, under the influence and guidance of the home demonstration agent, 166 counties in 28 States of the North and West included some phase of home management in their programs of work.

The greatest interest on the part of the local women seems to center on more and better labor-saving equipment and better arranged kitchens. Home demonstration agents report that last year the kitchens in 1,169 farm homes were rearranged, 659 washing machines were purchased, and 1,452 pressure and steam cookers were bought



FIG. 4.—Home demonstration agents train housewives to become efficient purchasing agents. The present era of high prices puts a premium on modern business methods in the home. Household accounts, rightly kept, reveal losses due to unwise purchasing methods and make it possible to work out a budget to guide future expenditures. The household accounts project has helped hundreds of families to materially reduce expenses.

to lighten the labor of cooking. In 473 rural homes water systems were installed, nearly one-half the number being in New York State. Excellent results from this kind of work are also reported from Illinois, Missouri, and Colorado.

In 33 counties in 22 States household accounting formed an important part of the home program. In Massachusetts 700 account books were distributed to housewives who requested them from the

home demonstration agents, and in Utah 209 women made a systematic study of budgets and accounts throughout the year.

FOOD PRODUCTION.

As a result of the effort to increase the home production of food-stuffs, 31,460 gardens were planted in 1919, the products from which were valued at \$421,911. The most striking examples of interest in this line of work were reported from some of the desert sections in the West, where, before the advent of the home demonstration agent and the county agricultural agent, home gardens were rarely found. In almost every State some phase of poultry work was conducted, such as culling the farm home flock, securing better stock, feeding and care of poultry, and grading and packing eggs. In this work 3,212 flocks were culled, eliminating 107,445 nonlaying hens, thereby lessening the cost of egg production by \$102,815 and thus increasing the farm woman's profits. Goat raising and apiculture for women were included in the home demonstration agent's program last year.

FOOD PRESERVATION.

Reports for 1919 show a decrease in food preservation in community canneries, but as a home industry it was probably carried on as extensively as during the war.

The reports made by the home demonstration agents in 1919 in many instances do not include the individual work of the local women but are generally limited to products that were preserved as a direct result of the agent's instruction and to some extent under her supervision. The results reported are 1,894,099 quarts of canned fruits and vegetables, 443,621 quarts of jams and jellies, and 386,989 pounds of dried fruits and vegetables, of an estimated total value of \$873,084.

A phase of food preservation in the home which can be directly traced to the work of the home demonstration agent is that of canning meat, poultry, and fish, which is reported from 26 States. Reports show that 63,989 quarts of poultry, 55,047 quarts of beef, and 25,676 quarts of pork of an estimated value of \$117,349, were canned in 1919. Other meats such as sausage, game, and fish amounting to 136,618 pounds and of an estimated value of \$40,448 were preserved for home use. The value of eggs preserved and sold is estimated at \$346,396.

FOOD FOR THE FAMILY.

This phase of home demonstration work has been reported variously under the title of food selection and meal planning, child welfare, child feeding, hot school lunch, and milk campaigns. As a

rule the work has taken the form of a county-wide farm bureau project and has required cooperation with State, county, and local doctors and nurses, also with existing health and child welfare organizations, as well as with the school system. The program includes the weighing, measuring, and physical examination of children of pre-school age and of school children at their respective schools or in groups. Follow-up work is carried on with the assistance of individual home demonstrators, in nutrition classes, and in milk lunch groups at schools.

One State reports 233 communities adopting work of this kind in 1919, carrying it out with the assistance of 168 local leaders. Hot lunches were established in 2,386 schools in 169 counties. More and better milk was introduced in the diet of children. The total number



FIG. 5.—Home demonstration agents teach how to cultivate the most precious crop on the farm. A booth at the county fair, Big Horn County, Wyo., where children were weighed, measured, and scored. Weighing and measuring tests frequently reveal an astonishing amount of malnutrition in prosperous rural communities and lead to practical follow-up work in child-feeding demonstrations in individual homes and through the school lunch. Where the cooperation of State and local doctors and nurses is available their help is enlisted.

of children reached through the hot school lunch was 60,022. It is reported that 5,223 children showed a marked improvement in mental alertness and health as a result of the introduction of the lunch at school and the increased use of milk at home. Wiser selection of food in meal planning was emphasized in 268 counties.

In New York, Minnesota, Missouri, Kansas, Montana, Wyoming, Utah, and other States, mothers and children are being enrolled for specific child feeding demonstrations. Ninety-three counties report families feeding and caring for children according to the directions of the home demonstration agents. This by no means represents the total number of children whose feeding has been improved by means of the nutrition work carried on under the direction of the home demonstration agents.

INCREASING THE USE OF MILK AND MILK PRODUCTS.

This project had its inception in the desire to increase the use of skimmed milk in order that more meat and other less perishable foods might be available during the war period. Another contributing factor was the better-baby campaigns, which were a part of the health crusades conducted by State and local health officials. In both of these activities the home demonstration agent played an important part. From these beginnings has developed a definite piece of work, the plan of which falls under two headings, namely, (1)

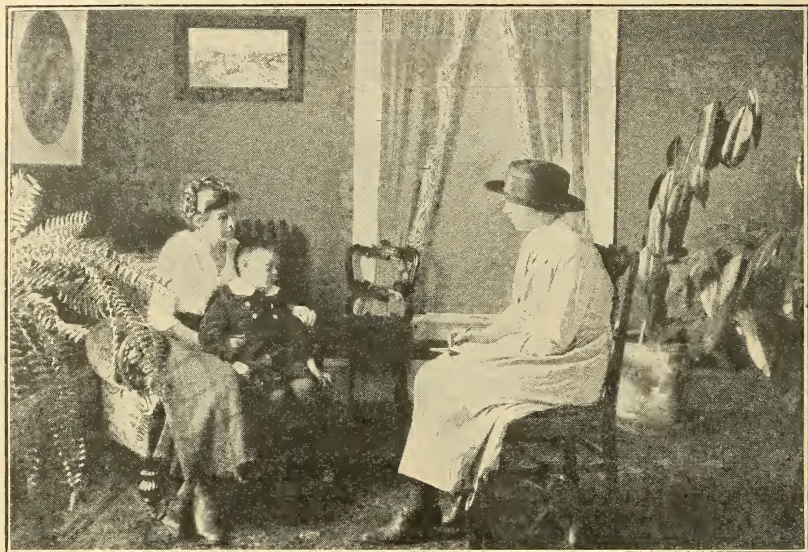


FIG. 6.—The agent's training in dietetics makes her a reliable guide in problems of child feeding. Mothers who find their children underweight are eager to learn whether they are giving them the right food. The picture shows a visit of supervision to a mother who has enrolled her boy for a child feeding demonstration.

an increased use of milk and milk products in the home or school, and (2) the home manufacture of milk products.

In order to encourage the greater use of milk and milk products, the home demonstration agent has taken part in establishing milk stations, conducting milk campaigns, introducing milk lunches in schools, and giving milk-feeding demonstrations. To increase home production of milk products, the home demonstration agent taught the making and use of cottage cheese and the making of Cheddar and goat's milk cheese.

The interest in this line of work is steadily increasing. Plans for 1920 indicate more intensive work in milk campaigns and milk-feeding demonstrations in both the home and the school. Two economic problems are closely connected with this work, that of the large

surplus of milk in certain districts of the country during certain seasons of the year, and the lack of a sufficient and clean milk supply in other localities.

In connection with this work 635 local women were given special training in home butter and cheese making. Cottage and other cheeses were made in the home to the amount of 395,718 pounds, valued at \$69,035. As a direct result of the home demonstration work showing the value of milk and butter as food, the total increase in the home use of milk reported from 12 States was 1,049,015 quarts and of butter 1,028,644 pounds.

HOME NURSING.

More than 3,500 talks and demonstrations were given in 1919 on strictly health subjects by the home demonstration agents, who also made about 2,000 visits to homes where instruction in the home care of sick was required.

The epidemic of influenza during the winter of 1918-19 stimulated an interest in the rudiments of home care of the sick. As a result 202 counties reported definite programs in home nursing, personal hygiene, and sanitation in 1919. Home demonstration agents gave instruction to 31,729 families in home care of the sick, and 16,000 families laid in emergency supplies.

Idaho reported in 1919 that the county nurse was a member of the farm bureau staff, so that three counties in the State had home health nurses supervised from the extension office in the agricultural college by the State home health specialist, who was a registered nurse.

In several of the States employing registered nurses as home health specialists on the State extension staff, emphasis is being placed on prenatal care, with the result that the local health leaders in certain sections are sending into the home demonstration agents the names of women in their communities who need information on this subject.

Massachusetts reported that home demonstration agents had cooperated with the State department of health under the guidance of one of its woman physicians as general leader of the health project. Each home demonstration agent in developing her work in the health project consulted with the department's physician and registered nurse in her respective health district. In five counties in Massachusetts the farm bureau was instrumental in securing needed dental clinics in isolated rural communities. In Worcester County the farm bureau purchased a dentist's chair and part of the necessary dental equipment, the purpose being to provide a means of caring for the children's teeth.

CLOTHING.

Demonstration work in garment making and remodeling was conducted in practically all of the 33 Northern and Western States. It

was carried out in three lines: (1) Conservation of wool and cotton materials as a war service (this was continued as a thrift measure and included the remodeling and renovating of garments); (2) garment making, including the making of dress forms, alteration of commercial patterns, and the making and fitting of adults' and children's garments; and (3) the establishment of salvage shops for the remodeling and renovating of garments.

The clothing work affords a striking example of the assistance that can be rendered by the local women. In a number of States it is largely due to the effort of the local women that the work has been

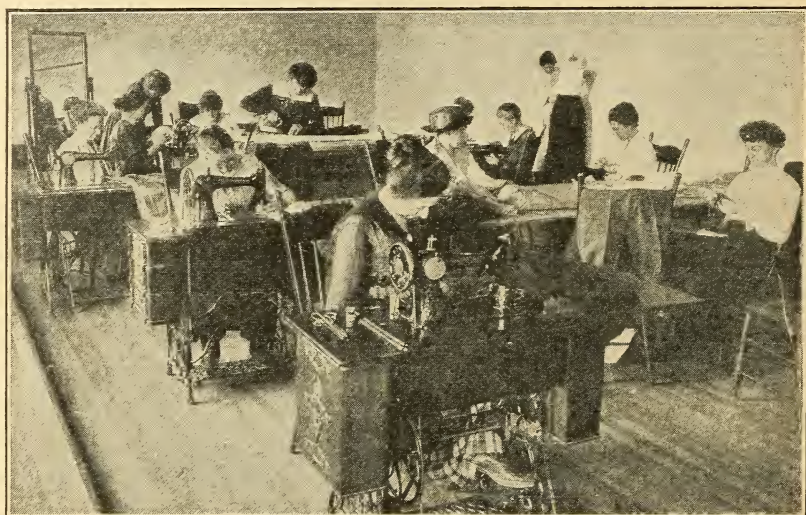


FIG. 7.—Extension work with clothing is helpful and popular. A survey of 10,000 farm homes shows 75 per cent of farm housewives making a generous share of the family clothing. Clothing schools like the one pictured above have proved that the clothing specialist and the home demonstration agent can give the home dressmaker a grasp of the principles of clothing construction and a mastery of professional short cuts that save time, money, and worry.

so generally effective. Massachusetts is a conspicuous example of the growing tendency to use the skill and experience of local women in extending the instruction given by clothing specialists and home demonstration agents. In this State local leaders trained by the specialist and agents have extended practical assistance much further than could have been done by any other method. Lessons in millinery were given in the same way.

This piece of extension work and the results obtained from it have met a long-felt want in rural communities, where the problem of suitable clothing for the housewife and members of her family has been serious for years.

IMPROVING HOME AND COMMUNITY SURROUNDINGS.

This work is in its infancy. Interest in this project began immediately after the close of the war, and some initial efforts on its various phases were started in 1919.

Tree planting developed sufficiently to prove that people everywhere are becoming conscious of the desire for beauty in surroundings. Some phases of the project undertaken included tree planting, especially in arid regions, improvement of public camping grounds, planting of flowers and shrubs, and the improvement of school buildings. In one county, in Colorado, 11 communities placed tree growing on their program of work, and approximately 2,000 trees were ordered through the farm bureau. A New Mexico county adopted rose planting for the beautifying of home grounds as a project.

COMMUNITY ENTERPRISES.

During 1918 the home demonstration agent was often the chief worker in community enterprises, which frequently included campaigns for the preservation and conservation of food and for other emergency purposes, but in 1919 she was principally the organizer and her office a clearing house for ideas regarding the work. Some of the activities which were instituted as wartime measures are now permanent, and have become an economic factor in the community. The home demonstration agent has been instrumental in crystallizing the sentiment of the community into definite plans based on actual needs, and has assisted in organizing the available talent for carrying on these local enterprises.

Three types of community enterprises were developed during the year: (1) Economic, including food preservation, the hot school lunch, cooperative laundries, cooperative buying and selling associations, labor-saving devices, and salvage shops; (2) social, including recreation centers, civic improvements, and rest rooms; and (3) educational, such as farm home tours, libraries, and magazine circles.

Special interest was shown in those community enterprises which represent an awakened social consciousness, as indicated by the establishment of rest rooms, circulating libraries, magazine centers, study tours, public playgrounds, public markets, cooperative laundries. Improving the school lunch was undertaken as a community project in every State. State reports show this work to be progressing so satisfactorily that during 1920 it will be continued by local people, with less need for aid from the home demonstration agent in creating interest in it.

Out of the 462 food preservation and demonstration centers which were established during the war, 195 were in operation last year

and have been reorganized on permanent plans. The volunteer management of the war period has been replaced by a paid manager and assistants and the enterprise has been put on a business basis. Community canning and curing of meat, fish, poultry, and game as well as the canning of vegetables and fruits will be concentrated in these centers in many localities.

Several ventures in establishing curb markets by the local women under the direction of the home demonstration agents were started in 1918, but one general market in California and a poultry market

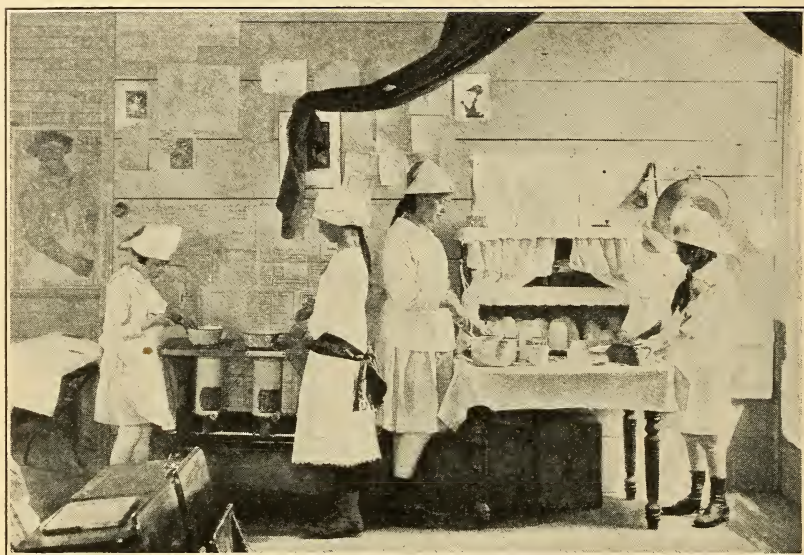


FIG. 8.—Home demonstration agents have been pioneers in introducing the hot school lunch. Records for demonstration groups of rural school children prove that serving a hot dish to supplement the cold lunch brought from home results in increased weight, better spirits, and improved school records. Special emphasis is laid on the use of milk. The work takes little time, the children enjoy it, and the picture shows that the equipment may be very inexpensive.

in Nebraska seem to give the most promising indications of permanency.

Clean-up campaigns aided by home demonstration agents have borne fruit in a general realization that civic improvement is the responsibility of all the people, and landscape gardening for school and church grounds, improvement of school buildings, public toilets, and waiting stations; and the planting of trees, flowers, and shrubs are other civic expressions of the purpose and influence of the community enterprises fostered by the home demonstration agents.

Sixty-eight cooperative buying and selling associations, with a membership of 12,905, and conducting a business valued at \$45,927, were formed during the year 1919; 191 salvage shops were opened

and 58 community rest rooms furnished for the convenience of the local people, and 96 recreation centers were established.

SUMMARY.

Benefits accruing from educational work are difficult to determine, and this is particularly true when the education deals with habits of living and the ordinary practices of daily work. Intangible influence is often much greater than that which can be summarized or tabulated. Owing to the newness of the work and the inexperience of the workers in following up demonstrations, the reports of home demonstration work last year by no means tell the story of achievement.

Some of the leading lines and results of home demonstration work in 1919 are summarized in the following tables:

Projects and their distribution, by States, in 1919.

States.	Home man- age- ment.	House plan- ning.	Food pro- duc- tion.	Food pres- erva- tion.	Nutri- tion.	Health and child care.	Cloth- ing.	Com- munity enter- prises.	Total.
Arizona.....	x		x	x	x	x	x	x	7
California.....	x	x	x	x	x	x	x	x	8
Colorado.....	x		x	x	x		x	x	7
Connecticut.....	x	x	x	x	x		x	x	8
Delaware.....	x				x	x	x	x	5
Idaho.....	x	x	x	x	x	x	x	x	8
Illinois.....	x		x	x	x	x	x	x	8
Indiana.....	x	x	x	x	x	x	x	x	8
Iowa.....	x		x	x	x	x	x	x	7
Kansas.....	x		x	x	x	x	x	x	7
Maine.....	x			x	x		x	x	5
Massachusetts.....	x			x	x	x	x	x	6
Michigan.....	x		x	x	x	x	x	x	7
Minnesota.....	x		x	x	x	x	x	x	7
Missouri.....	x		x	x	x	x	x	x	7
Montana.....	x		x	x	x	x	x	x	7
Nebraska.....	x		x	x	x		x	x	6
Nevada.....	x	x	x	x	x	x	x	x	8
New Hampshire.....	x		x	x	x	x	x	x	7
New Jersey.....	x			x	x	x	x	x	6
New Mexico.....	x	x	x	x	x		x	x	7
New York.....	x			x	x	x	x	x	6
North Dakota.....	x		x	x	x	x	x	x	7
Ohio.....	x		x	x	x	x	x	x	7
Oregon.....	x			x	x	x	x	x	6
Pennsylvania ¹									
Rhode Island.....	x				x		x		3
South Dakota.....	x	x	x	x	x		x	x	7
Utah.....	x	x	x	x	x	x	x	x	8
Vermont.....	x		x	x	x		x	x	6
Washington.....	x	x		x	x	x	x	x	7
Wisconsin.....				x	x	x	x		3
Wyoming.....	x		x	x	x		x	x	6
Total.....	31	11	23	30	31	24	32	30	212

¹ No counties with a permanent home demonstration agent.

Some results of extension work with women, 1919.

Kind and extent of work.		Estimated value.
Gardens planted.....	31, 460	
Estimated value of produce from gardens.....		\$421, 911
Poultry flocks culled.....	3, 212	
Nonlaying hens eliminated.....	107, 445	
Estimated value of eggs preserved and sold.....		3 16, 396
Local leaders trained in butter and cheese making.....		635
Cottage and other cheeses made.....	pounds. 395, 718	
Estimated value of cheeses.....		69, 035
Fruits and vegetables canned.....	quarts. 1, 894, 099	
Jellies and jams made.....	do. 443, 621	
Dried fruits and vegetables.....	pounds. 386, 989	
Brined vegetables.....	quarts. 76, 389	
Estimated value of preserved fruits and vegetables.....		873, 084
Poultry canned.....	quarts. 63, 989	
Beef canned.....	do. 55, 047	
Pork canned.....	do. 25, 676	
Estimated value of canned meats.....		107, 349
Pork, smoked or pickled.....	pounds. 440, 948	116, 136
Game and fish preserved.....	do. 136, 618	40, 448
Hot lunches established in schools.....	2, 386	
Number of children reached through hot school lunch.....	60, 022	
Number of children showing marked improvement as result of hot school lunch.....	5, 223	
Counties adopting home nursing project.....	202	
Families receiving instruction in home nursing.....	31, 729	
Counties adopting home convenience project.....	166	
Washing machines purchased.....	659	
Fireless cookers purchased.....	3, 023	
Driers purchased for home drying.....	594	
Power machinery purchased for home use, number pieces.....	428	
Water systems installed.....	473	
Rearranged kitchens.....	1, 169	
Garments made or remodeled.....	45, 592	
Estimated saving in clothing.....		280, 036
Families keeping expense records.....	6, 427	
Families adopting a budget system.....	1, 260	
Community kitchens established.....	225	
Cooperative buying and selling associations established.....	68	
Membership in cooperative associations.....	12, 905	
Estimated value of cooperative business.....		45, 927
Salvage shops opened.....	191	
Community rest rooms opened.....	58	
Recreation centers established.....	96	

The data given in these tables show the few lines of work that can be tabulated. In securing these results and others not reported, the home demonstration agents visited during the year 74,588 women, while 117,073 people called at the home demonstration agents' offices on matters relating to home demonstration work. Fifty-three thousand eight hundred and twelve meetings and demonstrations were held under the direction of the home demonstration agents, attended by 2,038,779 people, and 2,549 boys' and girls' clubs were organized with a membership of 2,619 boys and 21,333 girls. The home demonstration agents sent out 463,476 letters, not including circulars, wrote 20,369 articles for the use of local leaders, and distributed bulletins and leaflets as follows: Publications of United States Department of Agriculture 966,360, of the State college of agriculture 610,903, issued by other agencies 388,436. The total number of people reached through the activities of the home demonstration agent is reported as 2,132,699.

OUTLOOK.

It is safe to state that the fiscal year just passed marks the real beginning in the Northern and Western States of organized home demonstration work on a broad, permanent basis, conforming to the

idea of community self-determination and leadership. This work, which began with State-wide propaganda of college ideals in home economics and which often disregarded individual and community initiative, has now crystalized into plans made and carried out by home makers themselves who are assisted and guided by home demonstration agents and such specialists as the agricultural college is able to supply. Thus, from the overhead type of organization with the few assuming the responsibility and deriving the benefits, the trend is toward an ideal partnership between the scientific worker and the housewives whom she serves.

Extension workers have as yet but glimpsed the possibilities of home demonstration work as a means of discovering and developing latent leadership and power, and of stimulating in the women of the country the habit of observing and analyzing home and community conditions with a view to taking organized action to change these conditions so that there may be developed a richer and more satisfying country life.

The future is full of promise. Successful work seems more certain in counties where a concentrated program has been followed. There is still a tendency in some sections to continue the form of extension work which calls for a program largely presented by paid workers. There are, however, a sufficient number of States which are following the modern plan of extension work requiring the cooperation and experience of the local women to prove that it is the way to permanence and success. Many of the agents are coming to realize that intensive work on not more than two projects which fit some immediate need of the people has effected more definite results and gained a stronger and more liberal support from the local people than is possible when a larger program is attempted.

On June 30, 1920, there was a considerable increase in the number of counties which had opened their doors to admit women members to the county extension organization and include the home projects in their programs of work. In counties where this was done the results have been gratifying not only in the development of home demonstration work, but in strengthening the extension organization and extending its usefulness.

As one looks back to 1916 and realizes the amount of money and effort that has been expended upon this work the development seems comparatively small, yet to-day, with less than 300 home demonstration agents, 50 per cent of whom have been in the service less than a year, we have probably reached the highest level yet attained in extension work with rural women, and the stability and permanency of this work seem assured because of the support and cooperation of the rural people, based on the conviction that it increases home efficiency and improves rural life.

